
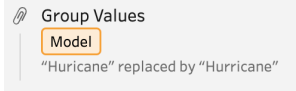
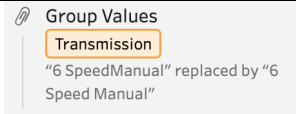
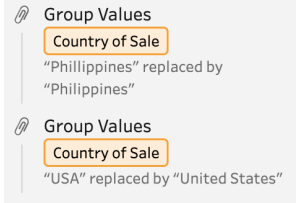
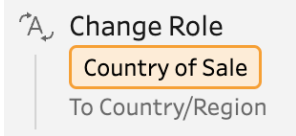
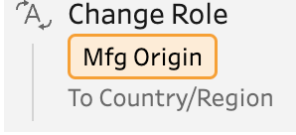


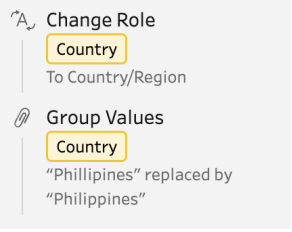
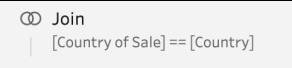
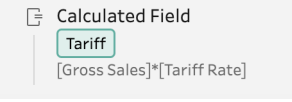
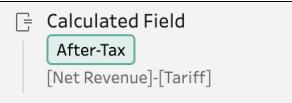


## Appendices

### Appendix A – Data Quality Assessment changes

Field	Changes Made	Screenshots
VIN#	<b>Duplicated Excluded</b> Excluded 3 exact matched rows & Excluded 9 duplicate VIN # rows.	
Model	<b>Group Values</b> “Hurricane” replaced by “Hurricane”	
Transmission	<b>Group Values</b> “6 SpeedManual” replaced by “6 Speed Manual”	
Country of Sale	<b>Group Values</b> “Phillippines” replaced by “Philippines” “USA” replaced by “United States” <b>Replace Values</b> United States and United Kingdom Changed to USA and UK respectively. <b>Change Role</b> To Country/Region	 
Mfg Origin	<b>Change Role</b> To Country/Region	
Gross Sales	<b>Round</b> decimal point to 2.	

	(Using calculated field created a new column with ROUND function, then deleted previous field)	
Variable Marketing	<b>Round</b> decimal point to 2. (Using calculated field created a new column with ROUND function, then deleted previous field)	
Net Sales	<b>Round</b> decimal point to 2. (Using calculated field created a new column with ROUND function, then deleted previous field)	
Variable Cost	<b>Round</b> decimal point to 2. (Using calculated field created a new column with ROUND function, then deleted previous field)	
Contribution Margin	<b>Round</b> decimal point to 2. (Using calculated field created a new column with ROUND function, then deleted previous field)	
Other Costs	<b>Round</b> decimal point to 2. (Using calculated field created a new column with ROUND function, then deleted previous field)	
Net Revenue	<b>Round</b> decimal point to 2. (Using calculated field created a new column with ROUND function, then deleted previous field)	
Auto/Manual	<b>New calculated field</b> Using TRIM, extracted Auto and Manual for comparison. <b>Rename Field</b> To Auto/Manual	<div>  <b>Calculated Field</b>  <b>Transmission - Split 1</b>            TRIM(SPLIT([Transmission], " ", -1))            )         </div> <div>  <b>Rename Field</b>  <b>Auto/Manual</b>            From [Transmission - Split 1] to [Auto/Manual]         </div>

Country	<b>Change Role</b> To Country/Region <b>Group Values</b> “Phillippines” replaced by “Philippines”	
EON + Tariff	<b>Join</b> Join the tables for data calculation	
Tariff	<b>New calculated field</b> $\text{=(Gross Sales)*(Tariff Rate)}$	
After-Tax	<b>New calculated field</b> $\text{=(Net Revenue)-(Tariff)}$	
Main Issues	<b>New calculated field</b> Using TRIM calculated common issues suffix. E.g.- Tire Rim Defects and Wipes Blades Defects to Defects  <b>Group Values</b> Issues Replaced by “Battery Issues” due to TRIM.	